

Message Text

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UNCLAS FRANKFURT 9037

FOR COMMERCE:

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: SPECIAL TRADE OPPORTUNITY: GERMAN ENGINEERING FIRM SEEKS
AUTOMATIC EQUIPMENT FOR CLEANING EXTERIOR WALLS AND WINDOWS
OF MULTI-STORY BUILDINGS

1. HERR HOST KOEBEL, GENERAL MANAGER OF THE GERMANY FIRM
METALL-& GLAS-INDUSTRIEPRODUKTE VERTRIEB GMBH, HAS
EXPRESSED HIS FIRM'S INTEREST IN AUTOMATIC EXTERIOR WALL
AND WINDOW CLEANING EQUIPMENT FOR MULTI-STORY BUILDINGS.
THE DEVICE, REPORTED TO BE SUCCESSFULLY USED IN THE U.S.,
IS DESCRIBED AS A REMOTE-CONTROLLED, SELF-CONTAINED UNIT
THAT IS SUSPENDED BY CABLE FROM THE ROOFTOP AND RUNS
VERTICALLY AND HORIZONTALLY OVER THE EXTERIOR OF THE
BUILDING. IT AUTOMATICALLY CLEANS THE FACADES AND WINDOWS
AND ELIMINATES THE NEED FOR MANUAL LABOR. THE GERMAN FIRM
OFFERS DISTRIBUTION, ASSEMBLY, OR JOINT VENTURE
OPERATIONS FOR SUCH U.S. EQUIPMENT IN WEST GERMANY.

2. METALL- & GLASS-INDUSTRIEPRODUKTE VERTRIEB GMBH
DEVELOPED FROM AN ENGINEERING FIRM SPECIALIZING IN
THE CONSTRUCTION AND MARKETING OF WINDOWS AND WALL
COVERINGS INTO A DISTRIBUTION FIRM FOR METAL AND GLASS
PRODUCTS. IT WORKS CLOSELY WITH ARCHITECTS AND
BUILDING CONTRACTORSTHROUGHOUT WEST GERMANY, AND
TODAY HAS A STAFF OF FOUR AND A REPORTED ANNUAL
TURNOVER OF AROUND DM 7 MILLION.

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3. IN VIEW OF THEHIGHLYSPECIALIZED NATURE OF THIS

EQUIPMENT, COMMERCE MIGHT WANT TO BRING THIS T.O.
DIRECTLY TO THE ATTENTION OF APPROPRIATE U.S. MANU-
FACTURERS.

4. INTERESTED U.S. FIRMS SHOULD CORRESPOND DIRECTLY
WITH

HERRN HORST KOEBEL
GENERAL MANAGER
METALL- & GLAS-INDUSTRIEPRODUKTE
VERTRIEB GMBH
KAISER - SIGMUND-STRASSE 1
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Margaret P. Grafeld
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